Cataluña: Cuatro escenarios previsibles y uno imposible

ENTREVISTA CON NARENDRA MODI, PRIMER MINISTRO DE INDIA

“Quiero que empresas españolas inviertan en India”

Los cien días de Saracho al frente de Popular

Abertis recibe ofertas de varios grupos por Cellnex.
ECONOMIA / POLITICA

“Queremos atraer empresas españolas de obra pública, energía, turismo y defensa”

ENTREVISTA NARENDRA MODI

Primero ministro de India

“Estoy demostrando personalmente compromiso para ayudar a construir infraestructuras, turismo, energía y defensa en sectores prioritarios para el Gobierno del país. Es un gran momento para que empresas españolas inviertan en India.”

Con España, que es un líder en el sector de energía, defensa y turismo, nuestro país puede aprovechar la experiencia y la eficiencia energética de la India. España, una economía líder en energía renovable, puede ofrecer tecnologías avanzadas y experiencia en la gestión de energías. La colaboración entre ambas economías puede ser beneficiosa para ambos países.

¿Qué oportunidades ofrece la India a empresas españolas?

La India ofrece a las empresas españolas numerosas oportunidades en diversos sectores. Con más de mil millones de habitantes, India es el segundo mercado más grande del mundo. La creciente demanda de infraestructuras, energía, turismo y defensa ofrece a las empresas españolas oportunidades para expandir sus negocios. La India cuenta con grandes recursos naturales, como la energía solar y eólica, y es un mercado prometedor para las energías renovables.

¿Cómo se han desarrollado las relaciones comerciales entre España e India?

Las relaciones comerciales entre España e India han experimentado un crecimiento significativo en los últimos años. España es uno de los principales proveedores de energía renovable y tecnologías de defensa para la India. Las empresas españolas han comenzado a invertir en proyectos de infraestructura y defensa en la India, lo que ha impulsado el comercio bilateral. La inversión española en la India ha tenido un impacto positivo en el crecimiento económico y la creación de empleo.

¿Cómo puede España contribuir a la expansión del comercio bilatera?
**TERRORISMO**

España e India necesitan unirse para fortalecer la lucha global contra el terrorismo, la amenaza más grave a la que se enfrenta ahora la humanidad.

**INVERSIÓN INDIA**

Conformar nuestras relaciones se fortalezcan, las inversiones indias en España aumentarán en la informática, medicamentos y automóviles.

**TURISMO**

Con su amplia experiencia y posición de liderazgo en el turismo mundial, España es un socio ideal para que India aumente su competitividad.

---

**El nuevo sistema fiscal tendrá grandes beneficios para las empresas españolas**

**1. Madrid**

En un escenario político en el que el nuevo Gobierno español necesite consolidar su bloque político, el nuevo sistema fiscal declarado por el ministro de Hacienda, José Antonio Álvarez, podría representar un importante paso en este sentido. Sin embargo, es necesario analizar con qué criterios y expectativas se establece este nuevo sistema fiscal y cómo se verán afectadas las empresas españolas.

2. **Indicaciones**

El nuevo sistema fiscal incluye medidas que pueden beneficiar a las empresas españolas, pero también desafiarán a algunos sectores. Es importante que las empresas sean proactivas en la adaptación a estos cambios y busquen oportunidades en el mercado interior.

---

**España e India pueden cooperar juntos en América del Sur**

**1. Argentine**

Para profundizar en la relación, se ha instalado una mesa de trabajo entre España e India en América del Sur donde se discutirán diversas cuestiones.

2. **Conclusión**

La cooperación entre España e India en América del Sur podría ser beneficiosa para ambas partes, permitiendo el intercambio de conocimientos y experiencias en diversas áreas y fomentando el desarrollo mutuo.
“We want to attract Spanish companies of public works, energy, tourism and defense”

NARENDRA MODI INTERVIEW Prime Minister of India / He encourages infrastructure, tourism, energy and defense companies to invest in priority sectors for the Indian government: "It's a great time for Spanish companies to invest in India."

Inma Benedito. Madrid

As a child, Narendra Moi (Vadnagar, India, 1950) used to go with his father to sell tea bags on the train tracks. The prime minister of India has gone from living as a child in a town without electricity to illuminating the economy of one of the largest populations in the world. In recent years, his figure has hatched on the international scene. The ubiquity of this political influencer has made him one of the leaders with more followers on social networks –he has 42 million followers on Facebook-. Last Friday, he completed his third year in office and this
week he is making his own tour of Europe. Four countries in six days. Today has come the expected turn to Spain. It had been 30 years since an Indian prime minister stepped into Spanish territory. Modi will meet with Mariano Rajoy, King Felipe VI and the main Spanish companies, to sell the Indian Brand and present business opportunities. In an interview with EXPANSIÓN, the leader explains the objectives of the meeting.

— What do you expect from your visit to Spain?

India and Spain maintain close and cordial relations. I see great potential in this collaboration. There are convergences in our view of the world. The strong economic growth of India offers numerous opportunities for Spanish companies. There is already a significant number of Spanish companies in India. We want more coming, investing and doing business in India. Spanish companies enjoy a worldwide reputation in various fields, such as infrastructure, defense, tourism and energy. These sectors have also been identified by my government as priority sectors. There are many complementarities in economic terms between the two countries.

— Do you foresee reaching important trade agreements?

Reaching economic agreements is a key pillar of our bilateral commitment to Spain, which is the twelfth largest investor in India and the seventh trading partner of the EU. There are more than 200 Spanish companies in India that are actively involved in road construction projects, railways, wind power, water desalination, defense and smart cities. There are more than 40 Indian companies in Spain, in the fields of technology, pharmaceuticals, automotive and energy. There are synergies between the experience and priorities of both countries and numerous possibilities for additional investments. I see many complementarities between my Government's flagship initiatives, such as Make in India, and Spain's experience in defense, transport infrastructure, high-speed trains, water and waste management and technologies. I encourage Spanish companies to take advantage of these opportunities. I am personally committed to helping foreign companies set up in India. So I will have an exclusive session with Spanish business leaders in Madrid to hear what they tell us and assure them that they have the full support of my Government.

"I am personally committed to helping foreign companies set up in India"

“Reaching economic agreements is a key pillar of our bilateral commitment to Spain”

“Spanish companies are world leaders in sectors that turn out to be our priority areas”

— And in other non-economic fields?

We should also increase cooperation in the strategic field in areas such as cyber security, maritime cooperation and defense. Spain and India have been victims of terrorism for a long time. Both countries need to unite to strengthen the global fight against terrorism, which is, in my view, the most serious threat facing humanity today. I met with President Rajoy in November 2015 on the sidelines of the G20 summit. I have a great interest in promoting the
talks and drawing together an ambitious road map for a greater bilateral commitment between India and Spain.

– What are the investment opportunities offered by India?

We are working on a solid plan to promote Foreign Direct Investment (FDI) in our country. We have also taken a number of steps to facilitate doing business to ensure that all businesses have uninterrupted and efficient entry into Indian industry. Spain is a major investor in India, with FDI inflows of $2.4 billion since 2000. There is immense potential for Spanish investment in the country to continue to grow thanks to the great opportunities that will be found in all sectors.

– For example?

Spanish companies are world leaders in various sectors. And they turn out to be our priority areas. Under our new infrastructure plan for the country, we are developing five industrial corridors and others dedicated to freight transport. Also developing 44 freeways of 27,000 kilometers as economic corridors and 250 airports to improve our connection with the world. The Indian railways are working on high-speed line projects and in the further modernization of 400 stations, which presents a great opportunity for potential investors. The Sagar Mala project is an initiative to develop coastal economic zones, modernize and build new ports. Our objective of generating 175 GW of renewable energies for 2022 offers considerable prospects of collaboration with Spanish companies. It is a great time for Spanish companies to invest in India and take advantage of these opportunities.

– Do you plan to create a privatization programme that could be attractive to Spanish companies?

The country's growing aspirations must be met by urban facilities that support them and by accessing social infrastructures such as health and education. The Government has launched the Make in India campaign to boost the manufacturing sector and increase its share of India's GDP from 17% to 25%. The goal is to maximize India's innovative and profitable skills and consolidate itself as a global manufacturing center. The campaign has identified 25 priority sectors, and most allow 100% FDI without the need for permits. India's goal of transforming its manufacturing sector and its other development priorities represent excellent opportunities for Spanish companies to partner with India.

– Are you looking to develop sectors such as tourism?

The travel and tourism industry is one of India's largest service industries and a mainstay of the Make in India program. The arrival of international tourists to India increased by a solid 10.7% in 2016. Tourism tends to encourage the development of multipurpose infrastructures such as hotels, resorts and restaurants, transportation and health centers. The creation of five economic megazones of tourism, will allow to attract world powers of the tourism to India. Spain, with its vast experience and leading position in world tourism, is an ideal partner for India to increase competitiveness, improve its infrastructures and develop sustainable tourism solutions.

– What about Indian investments in Spain?

Indian investments in Spain have increased steadily, and are currently around more than 800 million. The more than 40 Indian companies in Spain create about 3,500 direct jobs. I am confident that as our bilateral economic relations become stronger, Indian investments in
Spain will increase in magnitude and diversity. The opportunities for software in Spain in the banking and telecommunications sectors can be further improved. The generic medicines sector can also offer an opportunity for India in Spain. However, existing procedures for drug registration and approval of the reference price are complicated. Spain is the 2nd largest car manufacturer in Europe. Most of the world's largest car manufacturers are present in Spain, where they benefit from the most competitive labor costs for manufacturing in the EU and an export market potential. Indian automobile companies can take advantage of this opportunity.

**TERRORISM**

"Spain and India need to unite to strengthen the global fight against terrorism, the most serious threat humanity is facing now"

**INVESTMENT INDIA**

"As our relationships strengthen, Indian investments in Spain will increase in information technology, medicine and cars"

**TOURISM**

"With its extensive experience and leadership position in world tourism, Spain is an ideal partner for India to increase its competitiveness"

"The new tax system will have great benefits for Spanish companies"

In a political scenario in which the United States is threatening to embrace protectionism, India throws the glove and treads its heels to China, in economic and demographic terms. But in his race for the throne of free trade there are still obstacles. India has one of the largest youth populations in the world, with the Damocles sword of unemployment and challenges such as demonetization. Among its opening efforts is the implementation of the new Goods and Services Tax (GST), to unify the Indian market and facilitate the entry of foreign companies.

– How will the GST benefit Spanish companies?

The GST is part of our commitment to introduce progressive economic reforms in the country. It will create, for the first time in independent India, a unified fiscal regime. This new
system will have great benefits for Spanish companies thanks to a simplified and transparent tax structure with a set of common rates at the national level. Previously they would have had to deal with many different tariffs and rules in the states of India and in the Central Government. They will now have a legal framework across the country with a set of electronic forms and rules. The entire process of tax return information will be electronic and the System will be common between the Center and the states.

– What are the economic prospects of India?

The Indian economy continues to grow above 7%. We expect to grow even faster in the coming years. India is an important anchor of growth in the world economy today. We are committed to raising revenue, improving productivity and creating new jobs. We want to take advantage of technology and innovation to transform the lives of our people, not only in urban areas but also in rural inland areas.

"India will be in a unique position to meet the world demand for skilled labor in a few years"

– Do you intend to compete with China?

China is also a member of the BRICS (Brazil, Russia, India, China and South Africa). India gives high priority to its relations with China. We are working to further develop cordial and cooperative relations with China. We do not formulate our competition-based policies with other countries, but rather what are the interests of India and its trading and development partners. A rapidly growing India is beneficial to the world.

– But India still faces the great challenge of youth unemployment.

Job creation is one of the Government's most important priorities. We are developing an enabling environment for the growth of sectors that have the potential to create quality jobs in the medium and long term. The Government is also offering incentives to employers for new jobs through a specialized scheme, as well as a weighted tax deduction and a higher rate of incentives for labor-intensive sectors such as the textile sector. We have devised a skills development plan that will benefit 10 million young people by 2020 with their vocational training programs, the Skills Certification Plan and the Recognition of Pre-Learning. The world economy is expected to experience a skilled labor shortage of 56 million by 2020, while India will be in a unique position to meet this global demand. Demonetization and the Digital Economy will contribute positively to the growth of the formal economy.

"My Government is committed to making an effort to achieve an economy without cash"

– Some economists fear it will not meet its target with demonetization.

There were many alarmist reports in the early days about the effects of demonetization. It is now evident, as various sources, including the IMF, have revealed that demonetization hardly had a negative effect on economic development. It has also been clear that demonetization has led to a notable increase in the number of taxpayers and in the collection of income tax. This year more than 9 million new contributors have submitted their statement. Following this
national effort there was a larger goal: to curb corruption and the underground economy in addition to dealing with the financing of terrorism and counterfeit coins. My Government is committed to an effort to achieve an economy without cash. We're encouraging people to use digital payment platforms. To this end, we have introduced various initiatives, such as unified payment interfaces, mobile wallets, smart cards, etc. In such a large and diversified society as India, or even any other country, these things require your time.

"Spain and India can cooperate together in South America"

Because of an error in placing, India's shadow has been latent in the link between Spain and South America since its very discovery, in 1492. The Indian Prime Minister, Narendra Modi, now wants to land in the West “Indies” of India with Spain.

Because of its geostrategic position and cultural similarities, Spain can be the natural entrance of Indian companies in Latin American markets. "We have cordial and friendly relations with countries of South America. Indian companies have a significant presence on the continent", explains Modi. However, "Spanish companies have a greater presence in South America,” he adds.

The privileged position of Spain can also serve to Indian companies as an entry to the European markets once the departure of the United Kingdom of the EU is consummated.

Spain can serve as an entrance to Indian companies in European markets after the Brexit

The goal is for Spanish companies to make a tractor effect for Indian companies. According to the prime minister, "our businesses can work together to take advantage of their respective strengths and commercial solutions." After Europe, the weight of the Ibero-American continent plays a prominent role in the Spanish balance of foreign trade, with macroprojects such as the expansion of the Panama Canal, commissioned by a consortium led by construction firm Sacyr, and the significant expansion of companies such as Telefónica, Banco Santander, BBVA, Iberdrola or Indra, whose landing has boosted the development of its sectors of reference. "Our companies are present in the sectors of information technology, biotechnology, oil and gas, automotive, agroforestry, sugar, steel, start up, energy and technological solutions", says Modi.

According to FICCI data, the Indian Chamber of Commerce, trade between India and Latin America reaches 20,687 million euros, and Brazil, Argentina, Mexico and Chile are its main markets.